

NAR MANDATED COMPENSATION RULES

On May 24, 2024, the Multiple Listing Service of Greater Cincinnati adopted Appendix B of the National Association of REALTORS®' proposed settlement in the antitrust litigation concerning cooperative compensation.

Opting into the proposed settlement mandated several rule changes. Violation of the MLS rules prohibiting advertisements of compensation in the MLS will result in fines starting at \$1,000 effective August 6, 2024. The most significant changes are as follows:

The mandatory offer of compensation will be removed to participate in CincyMLS, including all compensation-related fields in the MLS system.

Offering compensation with the MLS system, using MLS data, or using any extension of CincyMLS (including ancillary benefits) will be prohibited.

Written agreements with potential buyers will be mandatory when offering buyer services and before showing a property, whether in-person or virtually.

Disclosures to the sellers in listing agreements will be required to inform sellers that commissions are fully negotiable and not set by law. The seller must authorize any offer of compensation or buyer concession.

Agreeing to adopt the NAR proposed settlement allows CincyMLS to protect itself and its Participants legally, align with industry standards, manage risks proactively, and contribute to the future development of the real estate industry. For more information, visit facts.realtor.